

Networking Scorecard Worksheet

Week of:							
Action	Points	Mon	Tue	Wed	Thu	Fri	Total
Send a thank-you card	1x						
Send a gift	1x						
Call someone in your network	1x						
Arrange a one-to-one	5x						
Attend a networking event (bring someone +5)	5x						
Set up an activity –max 4 people, 1hour/person	10x						
Offer a referral (level=points; 16 shades)							
Send an article of interest	5x						
Arrange a group activity for clients	50x						
Nominate someone	10x						
Display another’s brochures (first time only)	5x						
Include others in newsletter	5x						
Arrange a speaking engagement	10x						
Set up an advisory board (per person)	10x						
Write and sign an agreement (level 3)	10x						
One thing that would help your business							
Another thing that would help your business							
Total							

Networking Scorecard Worksheet Key

Business by Referral Score

Less than 30 points	=	Some
30 – 50 points	=	Fair
50 – 75 points	=	Good/consistent
75 – 100 points	=	Excellent
100 or more	=	Fantastic/You are or will soon be doing 100% of your business by referral